



**GENERAL SERVICES ADMINISTRATION
Federal Supply Service
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

On-line access to contract ordering information, terms and conditions, and up-to-date pricing are available through GSA Advantage!™, a menu-driven data base system. The INTERNET address for GSA Advantage!™ is www.GSAAdvantage.gov.

****Go to www.fss.gsa.gov/schedules. Find link to Ordering from GSA Schedules. Find link to Ordering procedures for services requiring a statement of work****

**Schedule Title: HUMAN RESOURCES AND EQUAL EMPLOYMENT
OPPORTUNITY (EEO) SERVICES**

Schedule No.: 738 PART X

Contract Number: GS-02F-0183P

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at www.fss.gsa.gov.

Contract Period: 6/11/09 – 6/10/14

NewPoint Strategies, LLC

1350 Beverly Road, Suite 115-164

McLean, Va. 22101

703 847 4655 (o)

703 893 7076 (fx)

karettahubbard@msn.com

lrevocohen@aol.com

www.newpoint.biz

**Business Size: Small
Women Owned Business**

**SIN 595-25
Off-The Shelf Training and Consulting**

DUNS Number: 137200841

CUSTOMER INFORMATION FOR ORDERING ACTIVITIES

1a. Table of Awarded Special Item Number(s):

SIN 595-25 – EEO Training and Consulting

This service involves the delivery of EEO off-the-shelf and customized off-the-shelf training and consultant services for the instruction and development of EEO training courses for all employees and supervisors, team leaders and others, on the policy of the Government.

[SEE DESCRIPTION OF SERVICES AND PRICING ON PAGE 5.](#)

1b. Description of job titles, experience, functional responsibility and education for employees and subcontractors who perform services are provided below.

Labor Category	Principal	Sr. Associate	Associate
Job Title:	Partner/Principal	Lead Consultant/Trainer	Consultant/Trainer
Experience:	20+ yrs Professional	15+ yrs. Professional	10+yrs. Professional
Functional Responsibility:	Oversee/Monitor	Consult/Analysis/Train	Train/Consult/Logistics
Education:	Masters+ Preferred	Masters+ Preferred	BA/BS Equivalent

2. MAXIMUM ORDER:

SIN MAXIMUM ORDER

595-25 \$1,000,000

3. MINIMUM ORDER LIMITATION: \$100.00

4. GEOGRAPHIC COVERAGE (DELIVERY AREA): The 48 contiguous states, Alaska, Hawaii, Puerto Rico and Washington, DC.

5. Points of Production:

NewPoint Strategies, LLC
1350 Beverly Road, Suite 115-164
McLean, Virginia 22101

6. Discount from list prices or statement of net prices: Net prices are included on this price list.

7. Quantity/Volume Discounts: Net prices include discounts. [See pricing for Quick Points.](#)
8. Prompt Payment Terms: 15 days-3%
- 9a. Government purchase cards are accepted at or below to the micro-purchase threshold of \$2,500.00.
- 9b. Government purchase cards are accepted above the micro-purchase threshold of \$2,500.00
10. Foreign Items: N/A.
- 11a. Time of Delivery: 15 Days from Date of Award to Date of Delivery.
- 11b. Expedited Delivery: None
- 11c. Urgent Requirements: Contact the Contractor for the purpose of obtaining accelerated delivery pursuant to Clause No. I-FSS-140-B, Urgent Requirements.
12. F.O.B. Point(s): Destination
13. Ordering Address:

NewPoint Strategies, LLC
1350 Beverly Road, Suite 115-164
McLean, Virginia 22101
14. Payment Address:

NewPoint Strategies, LLC
1350 Beverly Road, Suite 115-164
McLean, Virginia 22101
15. Warranty Provision: The contractor warrants and implies that the services rendered under the contract are merchantable and fit for the particular purpose described in the contract.
16. 508 Compliance: Yes; QuickPoints On-line Training is 508 compliant.
17. Data universal Number System (DUNS) number. 137200841
18. NewPoint Strategies, LLC is registered in the Central Contractor Registration (CCR) database. Cage # 3QXS6

DESCRIPTION OF NEWPOINT'S SIN 595-25

NewPoint Strategies, LLC provides classroom training, on-line training and consulting in **EEO/Diversity/Cross-Cultural Training/Mediation/Alternative Dispute Resolution, and Harassment Prevention including Sexual Assault Prevention**. NewPoint's extensive track record in these areas helps us to work closely with our clients to *form a partnership to develop the next generation of learning solutions*.

Lynne Revo-Cohen and Karetta Hubbard are founding partners and principals. For more than twenty years they have been recognized experts in the field of diversity. Both are internationally known business leaders, accomplished authors, lecturers and consultants. Together, they conceived and developed an innovative technological solution called **Quick Points** to provide web-based training on high-risk workplace issues to their clients.

NewPoint is well known for its innovative, creative and unique approach to classroom and on-line training. Our training programs allow the participants to understand complex, multi-cultural issues and provide a forum for employees, supervisors and managers not only to learn but practice the important lessons and communication skills embedded in our programs.

Our CD Rom and on-line products offer a user-friendly, interactive, "state-of-the-art" e-learning alternative and/or reinforcement to classroom training. Students learn key concepts in short, engaging, multi-media vignettes called "Quick Points". Our programs are designed to provide cultural and linguistic competency training for professionals interacting with people from different cultures and with limited English language proficiency.

The principals and key consultants that form NewPoint have provided training to thousands of managers, supervisors and employees working in a wide range of organizations - from Fortune 500 corporations, to government agencies, and small to mid-size companies. For the past 20 years they have provided consulting services to over 250 clients throughout the world.

OTHER AVAILABLE COURSES

Cross Cultural Effectiveness
General Harassment Prevention
EEO for Managers and Supervisors
Mediation Training
Alternative Dispute Resolution Training

Affirmative Employment Programs
Working Effectively in a Multicultural Environment
Sexual Assault Prevention
Gender Awareness
Dealing with Difficult People & Conversations in a Diverse Workplace
Team Building
Communication Skills
Preventing Work Place Violence
Consensus Building
Do's & Don'ts of Hiring and Firing
Train-the-Trainer

WEB-BASED TRAINING

NewPoint Strategies offers “**QuickPoints**” as an alternative e-learning strategy to supplement other training vehicles. **QuickPoints** will deliver 3 to 5 minute short, engaging video/or picture-based scenarios to the desk-top on a regular basis over the course of a year.

- Learners view the video/or picture, and then they are asked to answer questions about the best course of action and they are given feedback on their answers.
- Learners are then given the lesson to be learned about this scenario along with other interesting and relevant information as it relates to the agency.
- Learners are then asked to provide feedback to management about the issue at hand, their point of view or observations about how such issues are managed at the agency.
- All employees will receive the same QuickPoint on the same day, thus creating a conversation about the issue presented and creating a vehicle to promote the desired culture change in the organization.
- Content is flexible to client needs in all areas of expertise – diversity, cross-cultural training, harassment prevention, EEO, mediation, and Alternative Dispute Resolution.

Training and Consulting

This service involves the delivery of EEO off-the-shelf and customized off-the-shelf training and consultant services for the instruction and development of EEO training courses for all employees and supervisors, team leaders and others, on the policy of the Government. The cost also includes all training materials.

Description of job titles, experience, functional responsibility and education for employees and subcontractors who perform services are provided below.

Labor Category	Principal	Sr. Associate	Associate
Job Title:	Partner/Principal	Lead Consultant/Trainer	Consultant/Trainer
Experience:	20+ yrs Professional	15+ yrs. Professional	10+yrs. Professional
Functional Responsibility:	Oversee/Monitor	Consult/Analysis/Train	Train/Consult/Logistics
Education:	BA/BS/LLB to Masters	BA/BS/LLB to Masters	BA/BS Equivalent

OFF-THE-SHELF TRAINING (SIN 595-25) PRICES

Prices are for each **one day** of Training – up to 30 maximum students in each class.
Courses may be customized for two days or more depending upon the agencies needs.

Course Title	6/11/09-6/10/10	6/11/10-6/10/11	6/11/11-6/10/12	6/11/12-6/10/13	6/11/13-6/10/14
Diversity Awareness	\$2,943	\$3,051	\$3,165	\$3,282	\$3,403
Sexual Harassment Prevention	\$2,943	\$3,051	\$3,165	\$3,282	\$3,403
EEO, Sexual Assault Prevention	\$2,943	\$3,051	\$3,165	\$3,282	\$3,403
General Harassment Prevention	\$2,943	\$3,051	\$3,165	\$3,282	\$3,403
EEO for Managers and Supervisors	\$2,943	\$3,051	\$3,165	\$3,282	\$3,403
Affirmative Employment Programs	\$2,943	\$3,051	\$3,165	\$3,282	\$3,403
Working Effectively in a Multicultural Environment	\$2,943	\$3,051	\$3,165	\$3,282	\$3,403
Cross Cultural Effectiveness	\$2,943	\$3,051	\$3,165	\$3,282	\$3,403
Gender Awareness	\$2,943	\$3,051	\$3,165	\$3,282	\$3,403
Dealing with Difficult People & Conversations in a Diverse Workplace	\$2,943	\$3,051	\$3,165	\$3,282	\$3,403
Team Building	\$2,943	\$3,051	\$3,165	\$3,282	\$3,403
Communication Skills	\$2,943	\$3,051	\$3,165	\$3,282	\$3,403
Preventing Work Place Violence	\$2,943	\$3,051	\$3,165	\$3,282	\$3,403
Consensus Building	\$2,943	\$3,051	\$3,165	\$3,282	\$3,403
Mediation and Alternative Dispute Resolution	\$2,943	\$3,051	\$3,165	\$3,282	\$3,403
Do's & Don'ts of Hiring & Firing	\$2,943	\$3,051	\$3,165	\$3,282	\$3,403
Train the Trainer	\$2,943	\$3,051	\$3,165	\$3,282	\$3,403

CUSTOMIZED OFF-THE-SHELF TRAINING (6) (SIN 595-25) PRICES

To customize the off-the-shelf training, we charge **by the hour** as follows:

	6/11/09-6/10/10	6/11/10-6/10/11	6/11/11-6/10/12	6/11/12-6/10/13	6/11/13-6/10/14
--	-----------------	-----------------	-----------------	-----------------	-----------------

Principal	\$239	\$248	\$257	\$267	\$277
Sr. Assoc.	\$217	\$225	\$233	\$242	\$251
Assoc.	\$160	\$166	\$172	\$179	\$185

Quick Points: The following prices reflect 52 Quick Points per year per individual user:

	6/11/09- 6/10/10	6/11/10- 6/10/11	6/11/11- 6/10/12	6/11/12- 6/10/13	6/11/13- 6/10/14
Less than 2,500 employees (users)	\$31.20	\$32.36	\$33.56	\$34.80	\$36.08
More than 2,500 employees (users)	\$27.03	\$28.03	\$29.06	\$30.14	\$31.25